

Message Text

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PAGE 01 STATE 228737

70

ORIGIN COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 L-01 CIAE-00 INR-05

NSAE-00 RSC-01 /020 R

66611

DRAFTED BY: COM/C VAN DER BURGH

APPROVED BY: EB/OCA/REP:LAKLIEFORTH

RSTECHSCHULTE:BEWT:COMM

GKEENE:BIC:COMM:SUBS

EB/ICD/FSE:MR. CREEKMORE (INFO)

----- 027294

R 172056Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY PARIS

C O N F I D E N T I A L STATE 228737

FOR RICHARD DEVINE

E.O. 11652: GDS

TAGS: BFOL, FR

SUBJECT: MCNALLY PITTSBURG NEGOTIATIONS WITH DELATTRE-LEVIVIER
SA

1. EDWARD MCNALLY, PRESIDENT, AND E.J. RENNICK, VICE
PRESIDENT FINANCE, OF THE MCNALLY PITTSBURG MFG. CORP.,
OF PITTSBURG KANSAS, LEADERS IN COAL PREPARATION MACHINERY
WILL BE IN PARIS NOVEMBER 4TH FOR DELICATE AND CONFIDENTIAL
NEGOTIATIONS WITH DELATTRE-LEVIVIER S.A. 16 BOULEVARD
MALESHERBES A SUBSIDIARY OF SOCIETE CREUSOT LOIRE.

2. WTDR ON DELATTRE OUT OF DATE (06-72). MCNALLY GREATLY
CONCERNED ABOUT BUSINESS INTEGRITY AND MARKET ACCEPTANCE
OF DELATTRE BY BOTH SUPPLIERS AND CUSTOMERS AS PROPOSED
JOINT VENTURE WILL AFFECT MCNALLY'S IMAGE WORLDWIDE,
INCLUDING EASTERN EUROPE. NEGOTIATIONS INVOLVE CROSS-LICENSING
OF PRODUCT LINES, AND REPRESENTATION IN EASTERN EUROPE.

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3. EMBOFF REQUESTED TO DISCREETLY VERIFY TRADE REPUTATION

OF DELATTRE. TRADE DEVELOPMENT ASSISTANCE OFFICER
VAN DER BURGH HAS ADVISED MCNALLY TO CONTACT DEVINE
IMMEDIATELY ON ARRIVAL. ASSISTANCE GREATLY APPRECIATED.
KISSINGER

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Message Attributes

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Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: shawdg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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